



LATEST NEWS OF THE AUTOMOBILE TRADE AND INDUSTRY



MOTORISTS 'FROM THE STATES' WELCOME IN PANAMA HOW YOUR CAR CAN HELP

Motorists "from the States" may now obtain a thirty-day license to tour the canal zone for the nominal fee of 50 cents. A permit to operate a motor car will be issued free for the same period, provided the applicant can pass an oral examination showing familiarity with the rules of the road.

This is another of the many cheering messages brought each month to motor tourists by American Motorist, official publication of the American Automobile association and America's foremost authority on when, where and how to tour via automobile. Regarding the new arrangement in the canal zone, American Motorist says: "Formerly it was necessary for motorists desiring to tour the canal zone to take out an additional license at the annual rate in force."

"In the absence of a reciprocal agreement between the states and the canal zone, complete exemption from license fee is not possible, but Governor Harding has done the next best thing in the issuance of the following:

"A thirty-day license will be issued for a fee of 50 cents to a bona fide tourist in the canal zone who has brought with him his own automobile, provided the machine carries a current license plate of some state in the United States."

"A bona fide tourist who has brought with him his own automobile, and who has passed an oral examination on the rules of the road, will be issued, without fee, a thirty-day permit to operate such automobile over the streets and roads of the canal zone."

"This improved condition was brought about through the efforts of the American Automobile association, which, aided by former President John A. Wilson and Secretary Bingham of the Panama Automobile club, an A. A. A. affiliation, found Governor Harding favorably disposed toward reciprocal relations between the zone and the states."

"In a recent communication to the A. A. A., Governor Harding expressed the hope that the Adamson measure, providing for full reciprocity among the states, and making it possible for a motorist to travel anywhere in the United States for unlimited periods with only his home tag, will meet with success at the next regular session of congress, and that the canal zone will be included in its scope."

CONVICTS AS ROAD BUILDERS.

Under the caption, "Using Convict Labor in Highway Building," a writer in the April number of American Motorist sets forth some interesting facts concerning the employment of convicts in road construction. The article says, in part:

"The growing importance of road work as an occupation for convicts is shown by the fact that, while in 1885, only 1.3 per cent of the convicts were employed in road work, this had increased in 1914-15 to 12.7 per cent. The barbarous lease system, under which in 1885, 20.1 per cent of the convicts were employed, has now been practically abolished, as only 1.4 per cent of the convicts are employed under a modified form of that system."

"The contract system has also been greatly curtailed in recent years, falling from 34.6 per cent in 1885 to 10.6 per cent in 1914-15. There is a very general tendency toward using the convicts upon public works and this is strongly demonstrated by the fact that, while in 1885, 22.8 per cent of the convicts were employed upon public works and State-use systems, an aggregate of 8.2 per cent were so employed in 1914-15."

In dealing with the question as to whether it is economical to use convict labor instead of free labor for road work, the writer points out that in all but a single instance, the convict road forces investigated in fifteen states were maintained at a cost per productive working day of considerably less than the daily wage of free labor in the same section of country. "As examples," says the writer, "it was found that in Colorado the cost of the convict for each productive labor day was 64 cents, whereas the wage of free labor was \$2.25 in Virginia the cost was 57.6 cents for convicts as compared with \$1.25 for free labor; in Fulton county, Georgia, 74 cents for convict as compared with \$1.50 for free labor, and in Alabama, 67.5 for convict as compared with \$1 for free labor."

One way to acquire new friends quickly is to inherit a million dollars. He who would enter politics should first learn to watch his step.

One of the first questions the patriotic motorist asks himself these days is, "How can I help my country with my car?"

The United States is full of automobile owners who are willing and even anxious to help their country with their cars could they but know just what to do that would be helpful. Under the caption, "How Your Car Can Help," a writer in the June issue of American Motorist points out what the patriotic automobile owner may do to help his country if he will. Says American Motorist, in part:

"The commonest use of the motorist hitherto abroad has been in driving trucks and ambulances. This kind of service does not offer opportunities to the average man, because there is no chance for him to go abroad in that capacity with a United States army corps."

"If you are not satisfied to wait until the government wants and needs your car badly enough to commandeer it, then the thing for you to do is to go out and look up methods of service at once. Get in touch with the authorities who are carrying out the plans of the government, and tell them that you have a car and want to make it of service in the work."

"There are men engaged in organizing the resources of your state and county. They have to travel about all the time in their work. Perhaps you can arrange to carry them wherever they want to go."

"Where companies of men are training voluntarily before being enlisted, there may be many available men who live outside of town or at points where they cannot get to training headquarters and still live at home. Why cannot motorists arrange to transport these men to and from drill? The motorist who cannot go to war can afford to act as a carrier some of the time for the men who are preparing to go."

"Some owners will be willing to use their cars to gather food products and carry them to railroad stations or to other distributing points, even to cities."

"The great shortage of farm labor will make it possible for motorists to serve in carrying town labor to and from farms night and morning or at week ends. The motorist, too, can be helpful in making surveys of the agricultural situation."

"Some cars may be available for use in farming operations on level farms where no tractor is owned."

"The owner will find it advantageous to secure a chauffeur's license in order to be available for more variegated service in driving other cars than his own."

"There will probably be chances for motor patrols, and this is another avenue open to the motorist, who may find work of this sort to do that need not necessarily take him away from home."

"Every little bit that a man does to help the state to accomplish its work without needless expense will help that much toward lessening the sum to be raised by taxation, so no helping effort will be wasted."

"A definite organized plan, government sanctioned, in the near future will be presented by the American Automobile association to its clubs all over the country."

**YOU CANNOT
ROCK THE BOAT**

In every country there are always certain unthinking, panicky, chicken-hearted people who lose their heads and try in every way possible to rock the boat of our national, commercial equilibrium whenever the nation approaches any sort of a crisis. The soap-box oratory of such excitable is invariably without the foundation of facts. Even today, while America is the market place of the world, there are those who are doing everything in their power to disturb the confidence of the people in our financial and commercial stability."

It is quite interesting to learn how closely our prosperity is related to the sale of automobiles, says C. S. Rieman, general manager of the Elgin Motor Car corporation of Chicago. The following statistics have been prepared by Mr. Rieman:

"Let us begin by showing the salaries earned in the United States in 1916 and also the number of people earning them. But bear in mind that the salaries for 1917 are much higher than these quoted."

4,900,000 persons earn between \$900 and \$1,200 per year.
1,500,000 persons earn between \$2,000 and \$2,999 per year.
900,000 persons earn between \$3,000 and \$4,999 per year.

420,000 persons earn between \$5,000 and \$9,999 per year.
"It has been figured that a large proportion of the motor cars are owned by people belonging to the first class. The above figures show 7,720,000 potential motor car owners in the United States at the present time. Subtracting from this figure the 3,000,000 persons now owning motor cars, it shows 4,720,000 prospective purchasers of automobiles. These figures clearly bespeak the genuine prosperous condition of our country. Even before war days there was no other country in the world enjoying such prosperity among their peoples."

"The automobile industry now ranks in second place as regards the value of manufactured products. Its sales so far in 1917 have exceeded by leaps and bounds those of a corresponding period of 1916. The automobile is no longer a luxury but rather a business and almost a home necessity."

"In 1904 there were in use less than 20,000 automobiles. In 1912 there were in use about 950,000 automobiles. Today there are in use more than 3,000,000 motor cars, whose value exceeds \$2,500,000,000."

"Although 1916 was by far the most prosperous year that the United States has known, 1917 promises to excel it."

on our fondest expectations. This has become more evident since our declaration of war. To visualize our enormous prosperity it is best that we compare figures of 1915 with those of 1916. It is generally conceded that railroads and banks are a barometer of the country's prosperity."

"Railroad earnings for 1915 were \$1,856,900,000."

"Railroad earnings for 1916 were \$2,214,000,000."

"Value of farm products 1915 was \$10,775,000,000."

"Value of farm products 1916 was \$13,449,000,000."

"Bank clearings for 1915 were \$186,580,000,000."

"Bank clearings for 1916 were \$259,574,000,000."

"Savings bank deposits for 1916 were \$5,195,400,000."

"Exports for 1915 were \$3,195,400,000."

"Exports for 1916 were \$4,961,200,000."

"Excess of exports over imports in 1916 was \$1,765,800,000."

"Stockholders of the United States in 1916 received dividends amounting to \$966,927,965."

"The sales on the stock exchanges throughout the country are also indicative of the nation's financial condition. In 1916 there was a total of 232,842,807 shares sold on the stock

exchanges throughout the United States as against 86,023,456 shares sold in 1915. Dealings in bonds on exchanges throughout the country in 1916 totaled \$1,161,725,250."

"Our prosperity is even more pronounced since the United States entered the war."

"The total value of exports during the month of April, 1916, were \$399,861,167."

"The exports during the month of April, 1917, since our declaration of war, \$530,000,000."

"Bank deposits on April 30, 1916, \$11,135,322,000."

"Bank deposits on April 20, 1917, \$13,080,338,000."

"Calamity howlers have also raised the question as to the outcome of our tremendous loans to Europe. Investigation shows that owing to the return by our European debtors to us of our own securities since the war began, our international credit position has been improved to the extent of more than \$5,000,000,000. Every loan we have made to foreign governments has required in exchange securities of the safest and most tangible sort."

"PENALIZING DRUNKEN DRIVERS."

New York's decree that any person found guilty of driving an automobile while intoxicated will be sentenced to a year in the penitentiary and a fine

of \$500 errs only on the side of leniency. It should be five years in the penitentiary and \$500 fine. A private corporation which would permit an irresponsible person of this class to operate dangerous machines, run a train, manage a boat, an elevator, or have charge of anything where he could endanger the lives of other people, would be guilty of criminal negligence. Under the "Safety First" policy of most large companies irresponsible individuals are being eliminated from important positions. For anyone to permit such persons to drive an automobile is also criminal neglect, and those guilty of it should be severely punished in the only way they can be punished, i. e., by depriving them of their liberty and their lives. Automobiling has quite enough to answer for without being held responsible for the criminal acts of drunken car drivers, whether chauffeurs or owners, matters not."

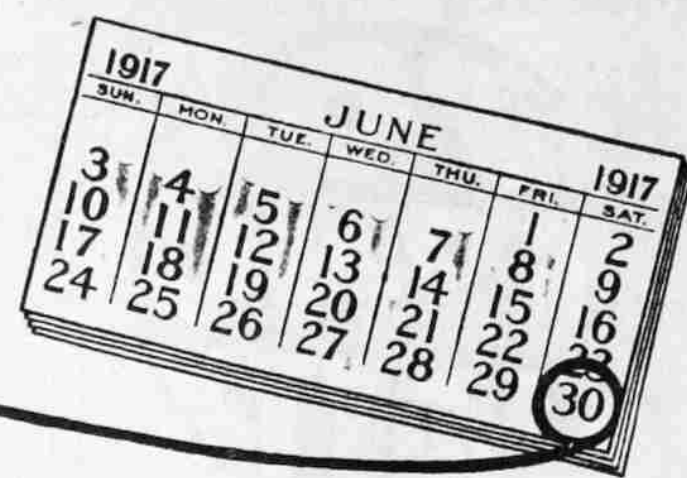
"This buying plan of \$100 down and \$25 when they catch you keeps many a worried flivver-flyer on the fly as well as the fly these minus on days."

"I used to try my hand at writing when I was in college."

"Ever write for money?"

"As often as I thought the old man would send me any."

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**The Last Day
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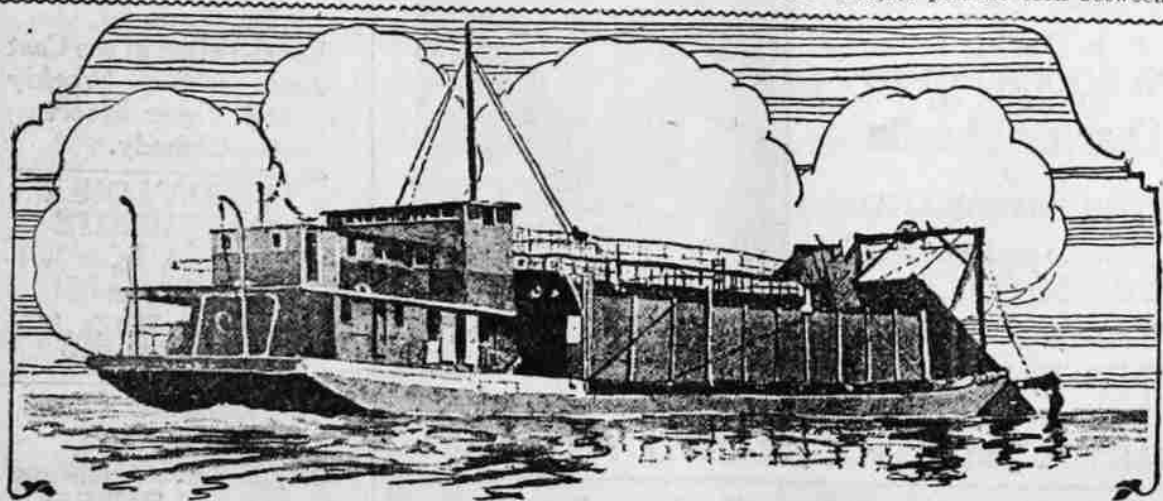
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An ocean mowing machine which daily cuts and brings to shore 200 tons of kelp, which will produce five tons of potash valued at more than \$2,000.

Germany may emerge from this war with her former monopoly of the world's supply of potash to be counted among the things she has lost. The United States department of agriculture is now experimenting with seaweed or kelp off the California coast, the supply of which is inexhaustible. Each seaweed mowing machine can gather each day kelp that will produce \$2,000 worth of potash and several valuable by-products.